

Seattle Center Response to Council SLI 32-1-A-1 (Ordinance 123644)  
First 2012 Report

Attachment A

( ) = unfavorable to bottom line

	BASILINE ASSESSMENT	BREAKEVEN SCENARIO	\$500K PAYBACK SCENARIO	FULL PAYBACK SCENARIO
	Total	Total	Total	Total
<b>Beginning Cash Balance *</b>	<b>(2,080,000)</b>	<b>(2,080,000)</b>	<b>(2,080,000)</b>	<b>(2,080,000)</b>
2012 Revenue Budget	34,486,275	34,486,275	34,486,275	34,486,275
2012 Expense Budget	34,462,128	34,462,128	34,462,128	34,462,128
<b>Budget Net</b>	<b>24,147</b>	<b>24,147</b>	<b>24,147</b>	<b>24,147</b>
<u>Anticipated 2012 Budget Variances</u>				
Children's Museum Lease writeoff	(220,000)	(220,000)	(220,000)	(220,000)
Skateboard Park Sponsorship	(100,000)	(100,000)	(100,000)	(100,000)
Levy food service management fee	(240,000)	(240,000)	(240,000)	(240,000)
Leases (Chihuly, Intiman, NW Crafts, EMP)	(300,000)	(300,000)	(300,000)	(300,000)
Parking	(250,000)	(250,000)	(250,000)	(250,000)
Center House food service	(200,000)	(200,000)	(200,000)	(200,000)
CIP net revenue	(120,000)	(120,000)	(120,000)	(120,000)
General Fund reduction (1%)	(128,000)	(128,000)	(128,000)	(128,000)
KeyArena Net Profit (based on 2011)	100,000	100,000	100,000	100,000
<b>Cash Variance Total</b>	<b>(1,458,000)</b>	<b>(1,458,000)</b>	<b>(1,458,000)</b>	<b>(1,458,000)</b>
<b>Anticipated 2012 Net from Operations</b>	<b>(1,433,853)</b>	<b>(1,433,853)</b>	<b>(1,433,853)</b>	<b>(1,433,853)</b>
<b><u>Beginning Cash Balance plus Net from Operations</u></b>	<b><u>(3,513,853)</u></b>	<b><u>(3,513,853)</u></b>	<b><u>(3,513,853)</u></b>	<b><u>(3,513,853)</u></b>
<u>Strategies for Loan Payback</u>				
Next 50 incremental revenue **	325,000	725,000	1,000,000	1,000,000
Next 50 incremental expenses **	(200,000)	(200,000)	(200,000)	(200,000)
KeyArena additional profit		100,000	200,000	200,000
Other strategies	128,000	808,853	933,853	2,588,853
<b>Payback Strategy Total</b>	<b>253,000</b>	<b>1,433,853</b>	<b>1,933,853</b>	<b>3,513,853</b>
<b>2012 Net with Payback Options</b>	<b>(1,180,853)</b>	<b>0</b>	<b>500,000</b>	<b>2,080,000</b>
<b>Ending Cash Balance ***</b>	<b>(3,260,853)</b>	<b>(2,080,000)</b>	<b>(1,580,000)</b>	<b>0</b>

\* *Beginning Cash Balance, estimated at (\$2,300,000), is the average cash balance through 2011 for the department's operating funds, excluding reserves. \$220K of this amount will be written off in 2012, and is included in Anticipated Budget Variances. This leaves an adjusted Beginning Fund Balance of (\$2,080,000).*

\*\* *Next 50 incremental revenues, which include Parking, Center House and Monorail, are shown at conservative, aggressive, and very aggressive levels. Next 50 incremental expenses include maintenance and security costs.*

\*\*\* *Ending Cash Balance represents the amount of the loan which must be repaid at the end of 2012.*